

May 2023- Statistics



PUTTING BEHIND THE FIRST QUARTER OF 2023 AND TAKING INTO ACCOUNT THE OFFICIAL BEGINING OF THE SUMMER SEASON, BELLOW POINTS WILL BE PRESENTED.

- 01.** **ATHENS Q1 FINALS**
Axia Hospitality Athens Properties Q1 Overall
- 02.** **ATHENS MARKET REVPAR**
RevPAR Comparison Athens Properties vs 63 Athenian Hotels
- 03.** **S FOR SANTORINI**
Q1 - 2023 passangers traffic
- 04.** **PROPERTY SALES MANAGEMENT**
Saint Hotel Santorini
- 05.** **YTD ANALYSIS**
2022 vs 2023

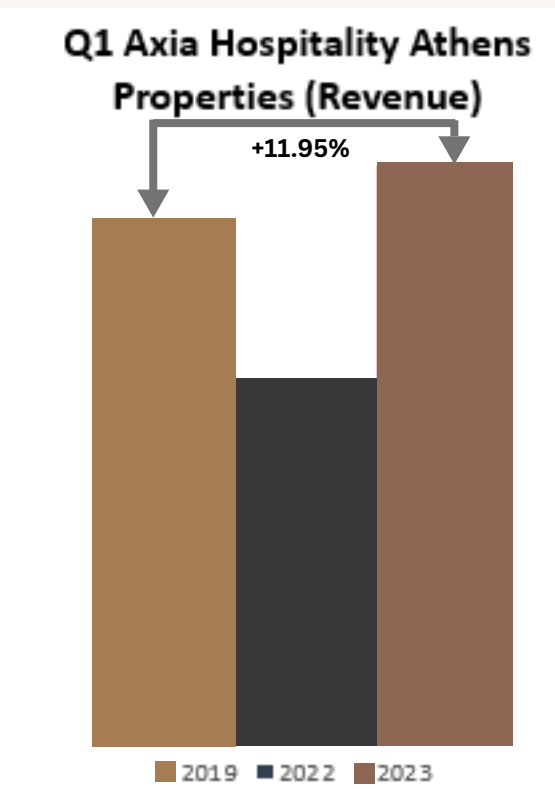
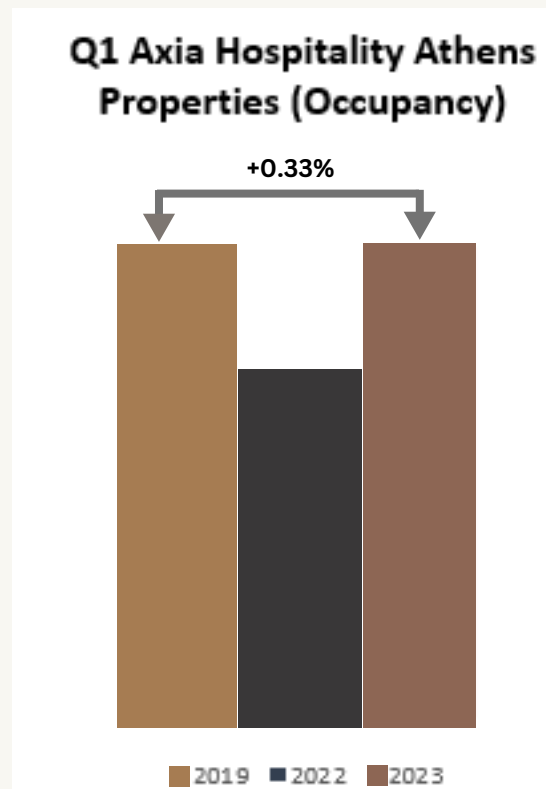
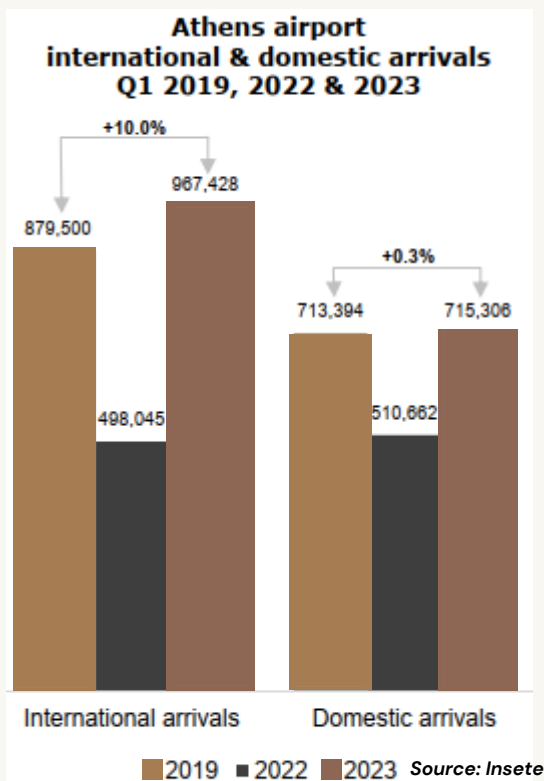
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ATHENS MARKET Q1 2023 / Q1 2022 / Q 2019

Starting from the left the first graph makes a comparison of the number of arrivals in passengers of Q1 for each year. The second graph show us the Occupancy of the hotels managed by Axia Hospitality within Athens city centre and last we see the third one demonstrate the Revenue produced by Axia Hospitality properties in Q1. As per GBR Consulting, "The international Airport of Athens recorded a significant increase of 10% in international arrivals during Q1 2023 compared to Q1 2019, with domestic traffic at similar levels" & "hotels during Q1, recorded for Q1 2023/2019 an increase in revenue 9.3%, but a decline of 4.9% in room nights"(GBR Consulting, 2023, GBR hospitality quaterly newsletter).

Comparing 2019 to 2023 on average properties managed by us that resides in Athens saw an increase in revenue of 11.35% while their occupancy remained on the same level (+/- 51.00%). Considering all the adversity of Q1 2023 overall the performance of the hotels that reside in Athens can be valued as "free from hardship" comparing to the average of the market.

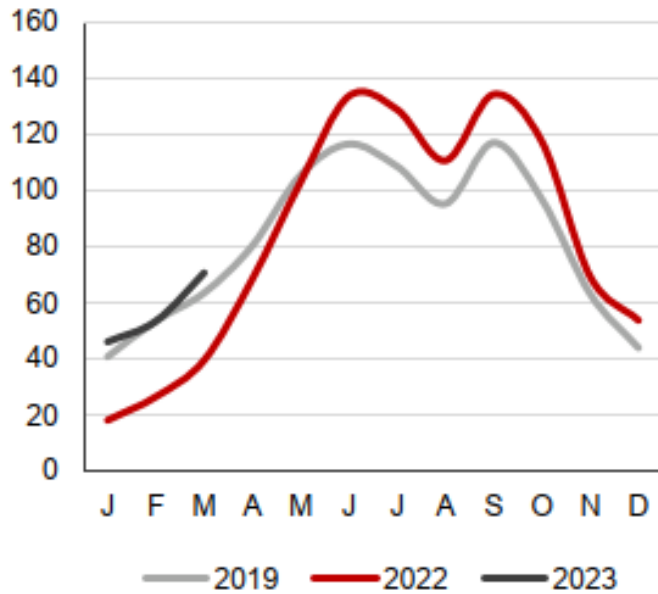


ATHENS MARKET REVPAR COMPARISON

RevPAR Comparison Throught The Years

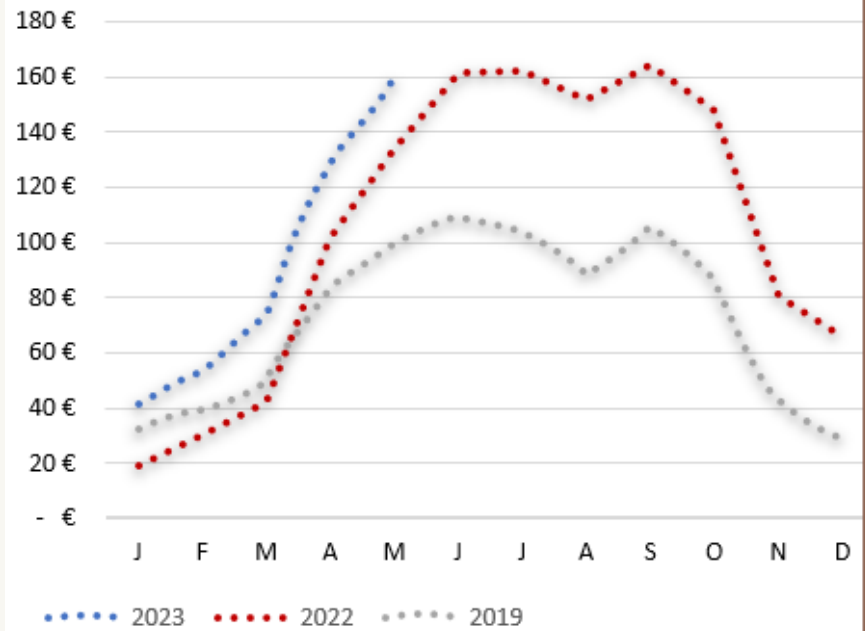


**Athens
Revenue per Available Room
(RevPAR - €)**



Source: GBR Consulting

**Athens
Revenue Per Available Room (RevPAR - €)**



Source: Axia Hospitality

The RevPAR in Athens for the Month of February is on the same level for the years 2023 & 2019 above 2022. Hotels that reside in Athens under the umbrella of Axia Hospitality surveyed a RevPAR on greater level in 2023 since the beginning of the year, on average an increase of 44.42% (+22.77€) in relation to Q1 2019 & 53,68% (+25.86€) in relation to Q1 2022. The RevPAR for 2022 reached its Climax on Septemeber (164.31€) and as things stand this year we expect to surpass 190.00€ an increase of +15.63% at its peaks.





S FOR SANTORINI

Stay tuned, as our next destination is going to be Santorini island. Overall, in Q1 2023 Santorini Airport had a total of 260.032 passengers that is an increase by 23,00% in relation to Q1 2022 (FG Traffic Management, 2023, jtr-airport.gr). Domestic flights had an increase of 25.2% and 36.9% in passengers, while International flights where down to -16.6% and -4.8% in passengers. Our assumption towards the subject is that Athens city has become a more and more attractive touristic destination and International visitors tend to stop by prior visiting Santorini island. Furthermore, the diminish of direct international flights with destination JTR airport had a negative impact towards the subject.

Overall, in Q2 2022 Santorini Airport had a total of 1.750.068 passengers, 570.961 were domestic and 1.179.107 were international.

We expect this summer, that Santorini island will witness the same success or even better. And we confirm that hotels managed by Axia Hospitality will follow the same direction. As a proof of our statement Saint Hotel is presented in the next page.



"THE SAINT HOTEL SALES MANAGEMENT "



HOSPITALITY

SALES MANAGEMENT

BOOKING
SCORE

9.4

129 REVIEWS

YEAR ON YEAR
REVENUE

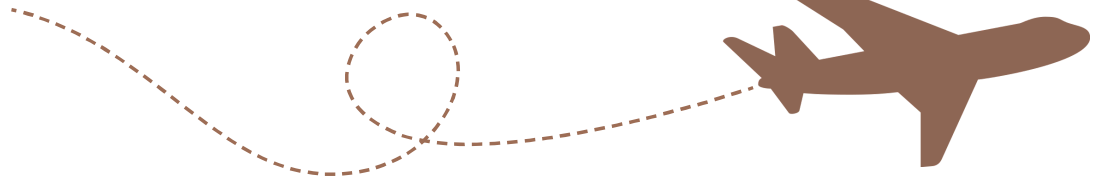
7.61%

INCREASE

RETURN ON
MONTHLY FEE (APRIL)

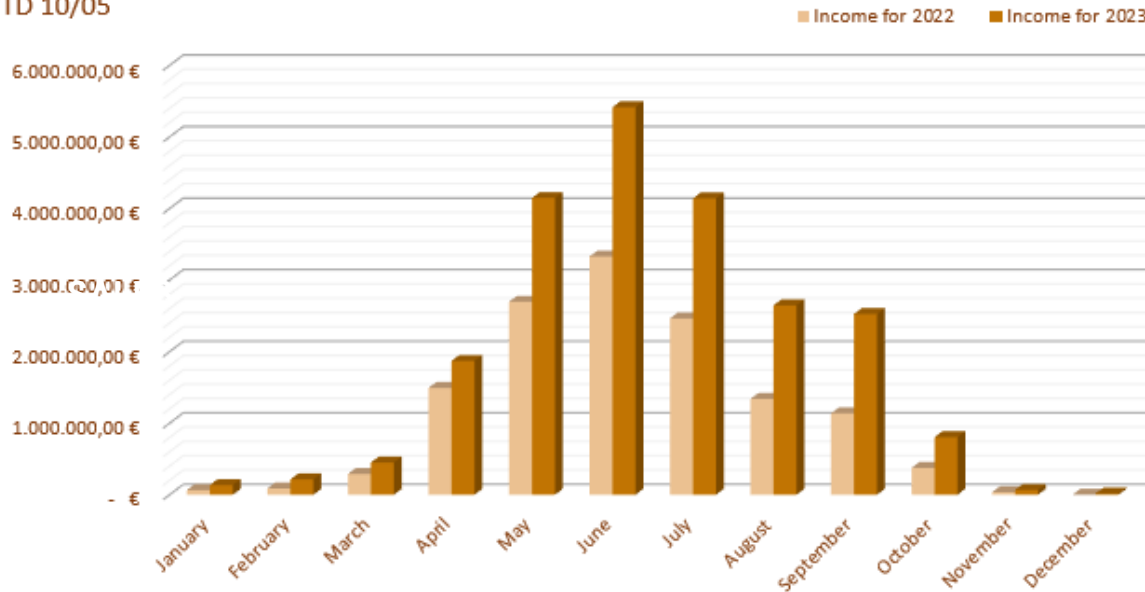
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TIMES



YEAR TO DATE COMPARISON 2022 - 2023

YTD 10/05



SOLD NIGHTS
+79.79%

2022: 28 691
2023: 51 583

TOTAL RESERVATIONS
+76.07 %

2022: 9 053
2023: 15 940

SOLD ROOMS
+76.85%

2022: 9 226
2023: 16 316

ADR
-6.27%

2022: 463.97€
2023: 434.86€

ALOS

2022: 3.11
2023: 3.16

2023 REVENUE (+68.51%)

The gap between 2022 & 2023 has retrench, due to the fact that last year in April the restriction of the pandemic where officially cut down which led to an incredible dynamic pace. Overall, the sold nights, total reservations & rooms sold are greater in 2023 (+/-77 %). On aggregate, the year-to-date ADR for 2023 remains in a lower level (-6.27%), due to bookings which have been made on months with minor ADR. We have observed that each time a month pass the comparison gets positive for the specific month.

The average length of 2023 is greater by 0.05 points. Finally, the revenue produced in 2023 is 68.51% above the revenue produced on the 10th of May last year. Reaching to a turning point year to date revenue produced in Q1 (+37.81%), Q2 (66.34%) & Q3 (120.69%).

REFERENCE LIST

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https://www.jtr-airport.gr/uploads/sys_nodeIng/2/2894/Santorini_04_Traffic_2023vs2022.pdf
- GBR Consulting (2023) Quarterly newsletter on the Tourism Industry and its performance, GBR Consulting – Sectors – Tourism – Newsletter. Available at:
<https://www.gbrconsulting.gr/sectors/tourism/newsletter.php>